

Message Text

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TO AMEMBASSY CARACAS PRIORITY

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TAGS: OEXC, VE

SUBJECT: TRANSFER OF TECHNOLOGY SEMINAR

1. WHEN INFORMED OF FINAL SCHEDULE FOR SEMINAR PATTERSON OBJECTED THAT HIS PRESENTATION MIGHT APPEAR TOO GENERAL FOLLOWING TWO PRECEDING HIGH-POWERED PANELS ON POLLUTION IN COAL AND STEEL INDUSTRIES. HE SUGGESTS THAT THIRD SESSION

AS NOW TITLED BE DROPPED AND THAT HE BE PUT ON THE TWO PANELS IN FIRST AND SECOND SESSIONS NOVEMBER 22. PATTERSON CAN BE REACHED AT THE TAMANACO HOTEL IN CARACAS BEGINNING NOVEMBER 15 FOR DISCUSSION OF HIS PARTICIPATION.

2. AS INDICATED EARLIER, ROBERT RADWAY, COUNCIL OF THE AMERICAS, IS PREPARED TO GIVE PRESENTATION NOVEMBER 22 ON FOLLOWING TOPIC: "NEGOTIATING A TECHNOLOGY AGREEMENT": MAIN RUBRICS OF HIS OUTLINE ARE AS FOLLOWS: I. PLANNING, PREPARATIONS AND CONDUCT OF NEGOTIATIONS - CONTEXT, HOST GOVERNMENT OBJECTIVES, OBJECTIVES OF TRANSFER OF TECHNOLOGY LIFE CYCLE AND SHIFTING RELATIVE NEGOTIATING STRENGTH, CONSTRAINTS ON HOME GOVERNMENT (RECIPIENT)

NEGOTIATOR, CONSTRAINTS ON CORPORATE NEGOTIATOR, HOW THE CORPORATION ORGANIZES FOR NEGOTIATIONS. II. IDENTIFYING

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AREAS OF POTENTIAL CONFLICT IN ADVANCE. III. ELIMINATING

CONFLICT AREAS. IV. TACTICAL CONSIDERATIONS IN
NEGOTIATION WITH CORPORATIONS. ALTHOUGH RADWAY'S
PRESENTATION DOES NOT FALL UNDER HEADING OF FIRST SEMINAR,
IT DOES FIT MAIN THRUST OF SEMINAR SERIES ON TECHNOLOGY
TRANSFER AND WOULD PROVIDE USEFUL RELIEF FROM MORE
TECHNICAL FIRST AND SECOND SESSIONS.

3. IN INTEREST OF MAINTAINING SMOOTH WORKING RELATIONSHIPS
WITH PATTERSON AND RADWAY FOR USE IN FUTURE SEMINARS IT IS
HOPED THAT POST CAN RESOLVE PROGRAM QUESTIONS TO THEIR
MUTUAL SATISFACTION. WE UNDERSTAND THAT LEGARIUS (KAISER)
WOULD BE AMENABLE TO SHIFTING TO PANEL IN FIRST SESSION.
HE AND PATTERSON HAVE BEEN IN CONTACT ABOUT SEMINAR. KISSINGER

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